

Message Text

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ACTION TRSE-00

INFO OCT-01 EA-10 ISO-00 NEA-09 IO-10 H-02 L-02 PRS-01

PA-02 USIA-15 SP-02 AID-05 EB-07 NSC-05 CIEP-02 SS-15

STR-04 OMB-01 CEA-01 CIAE-00 COME-00 FRB-01 INR-07

NSAE-00 XMB-04 OPIC-06 LAB-04 SIL-01 /117 W

----- 085431

R 250736Z MAR 75

FM AMEMBASSY TOKYO

TO AMEMBASSY MANILA

INFO SECSTATE WASHDC 8880

UNCLAS TOKYO 3816

FOR USADB

E.O. 11652: N/A

TAGS: EAID, EFIN, BEXP

SUBJECT: U.S. PROCUREMENT FROM ADB-FINANCED PROJECTS

REF: MANILA 1818

1. EMBASSY HAS DISCUSSED QUESTIONS RAISED REFTEL WITH NUMBER OF AMERICAN BUSINESSMEN IN TOKYO AND WITH OFFICIAL OF AMERICAN MEMBER OF COMMERCE IN JAPAN (ACCJ). FOLLOWING ARE EMBASSY IMPRESSIONS:

A) FACT THAT NUMBER OF U.S. BUSINESSES IN JAPAN HAVE RESPONSIBILITIES ONLY WITH RESPECT TO THE JAPANESE MARKET, OR HAVE ONLY LIMITED FUNCTIONS (I.E. PURCHASING), HELPS EXPLAIN LIMITED INTEREST AMONG RESIDENT AMERICAN BUSINESS COMMUNITY HERE IN ADB PROJECT OPPORTUNITIES.

D) AMONG FIRMS INTERESTED IN ADB OPPORTUNITIES, LEVEL OF AWARENESS THAT INFO IS AVAILABLE RE PROJECTS IN EARLY STAGES OF CONSIDERATION BY ADB IS LOW; NO RPT NO FIRMS WERE AWARE THAT MONTHLY OPERATIONAL INFORMATION IS AVAILABLE FOR THEIR INSPECTION AT ACCJ AND AT EMBASSY (IN SPITE OF ACCJ OFFICIAL'S OPINION, EXPRESSED TO EMBOFF, THAT
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MEMBERS WERE AWARE OF EXISTANCE AND AVAILABILITY OF DOCUMENT), AND

ONLY ONE FIRM WAS AWARE OF SXISTANCE OF THAT DOCUMENT; OFFICIAL OF THAT FIRM HAD RECENTLY VISITED ADB HEADQUARTERS AND SEEN DOCUMENT THERE. THIS OFFICIAL FELT DOCUMENT PROVIDED GOOD INFO RE POSSIBLE FUTURE PROJECTS. C) ACCJ REP INDICATED THAT LOW INTEREST ON PART OF U.S. FIRMS STEMS AT LEAST IN PART FROM FEELING THAT ADB IS IN REALITY QTE JAPAN DEVELOPMENT BANK UNQTE AND THAT EFFORTS BY U.S. FIRMS TO OBTAIN CONTRACTS ARE DOOMED TO FAILURE.

2. IN LIGHT OF ABOVE, EMBASSY BELIEVES USEFUL FIRST STEP WOULD BE FOR EMBASSY TO APPROACH ACCJ LEADERSHIP, EXPLAIN APPARENT LACK OF AWARENESS ON PART OF ACCJ MEMBERSHIP THAT INFO ON PENDING PROJECTS IS AVAILABLE, AND REQUEST THAT ACCJ PUBLICIZE IN MONTHLY HOUSE ORGAN THIS FACT AS WELL AS INCREASED OPPORTUNITIES FOR ADB PROJECTS, ETC. EMBASSY IS CONFIDENT THAT ACCJ WOULD GRANT SUCH

A REQUEST. FOR MAXIMUM EFFECTIVENESS, EMBASSY BELIEVES DRAFT ARTICLE WHICH WE COULD GIVE TO ACCJ FOR POSSIBLE INCLUSION IN ACCJ PUBLICATION WOULD BE MOST USEFUL; IF USADB AGREES, EMBASSY WOULD APPRECIATE RECEIPT OF SUCH A DRAFT. ADDITIONALLY, EMBASSY WOULD APPRECIATE RECEIPT MOST UP TO DATE BROCHURES ON ADB AND ADB PROCUREMENT FOR DISTRIBUTION TO INTERESTED BUSINESSMEN, AS WELL AS NAME AND ADDRESS OF APPROPRIATE USADB OFFICIAL TO WHOM U.S. BUSINESSMEN COULD ADDRESS INQUIRIES RE PARTICULAR PROJECTS.

3. IN EVENT U.S. COMMUNITY DEMONSTRATE SUFFICIENT INTEREST, USADB MIGHT CONSIDER SENDING APPROPRIATE OFFICIAL TO TOKYO TO ADDRESS REGULARLY-SCHEDULED ACCJ MEETING.

4. ACTION REQUESTED: USADB VIEWS RE SUGGESTIONS PARAS 2 AND 3 ABOVE.
SHOESMITH

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Message Attributes

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